

Message Text

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EUR/TUR-BHIRSHORN

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R 111952Z JUN 74

FM SECSTATE WASHDC

TO AMEMBASSY ANKARA

INFO AMCONSUL ISTANBUL

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E.O. 11652: N/A

TAGS: BEXP, TU

SUBJECT: E.N. EGERAN CO., ENGINEERING AND MANAGEMENT CONSULTANTS,
VALI DR. RESIT CAD. 8/1, KAVAKLIDERE, ANKARA

1. COMMERCE'S MAJOR EXPORT PROJECTS DIVISION VISITED BY EROL N. EGERAN, VICE PRESIDENT OF SUBJECT COMPANY. EGERAN INTERESTED IN MEETING WITH LEADING ENGINEERING AND CONSTRUCTION FIRMS FOR DISCUSSIONS OF POSSIBLE JOINT VENTURES IN TURKEY, PARTICULARLY ISTANBUL SUBWAY. HE INDICATED HE HAS REASON TO BELIEVE ISTANBUL AND GOT MAY FINALLY BE READY TO BEGIN IMPLEMENT PROJECT AND FEELS US CONTRACTORS AND EQUIPMENT SUPPLIERS MAY BE ABLE TO OBTAIN BUSINESS. EGERAN HAS ALREADY MET WITH SENIOR PERSONNEL AT BECHTEL AND MEPD SUGGESTED HE ALSO CONTACT MORRISON-KNUDSEN, BROWN AND ROOT, WILBUR SMITH, AND DELEUW CATHER, ALL OF WHICH HAVE POTENTIAL AND EXPERIENCE NECESSARY FOR SUBWAY PROJECT.

2. EGERAN PROVIDED BRIEF DESCRIPTION OF HIS FIRM'S TECHNICAL CAPABILITY AND EXPERIENCE, INDICATING IT INTERESTED IN ASSOCIATION WITH US FIRM THAT COULD PROVIDE ADDITIONAL RESOURCES

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AND EXPERTISE. AS IS USUAL IN SUCH INQUIRIES, EGERAN STATED

THAT HIS COMPANY ENJOYED PARTICULARLY GOOD LOCAL POLITICAL AND BUSINESS CONTACTS AND COULD BE INSTRUMENTAL IN OBTAINING BUSINESS IN SEVERAL FIELDS BESIDES TRANSPORTATION ENGINEERING. HE ALSO INDICATED THAT HE AND FIRM WERE WELL KNOWN TO EMBASSY COMMERCIAL COUNSELOR.

3. IF THESE CONTENTIONS ARE VALID, MEPD WOULD BE WILLING TO MENTION (BUT NOT ENDORSE) EGERAN AS A POSSIBLE CONTACT FOR SUITABLE COMPANIES INQUIRING ABOUT REPRESENTATION IN TURKEY, ESPECIALLY SINCE HIS BACKGROUND OF AMERICAN EDUCATION AND BUSINESS EXPERIENCE MAY BE ASSET. WOULD APPRECIATE ANY BACKGROUND EMBASSY CAN PROVIDE.

DECONTROLLED FOLLOWING JUNE 10, 1975

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